

Course No: MAN 3311 Course Title: Purchasing & Storage Management Date: 27/03 /2014 No. of Questions: (6) Time: 1 Hour Using Calculator (Yes)	University of Palestine  Midterm Exam. 2nd Semester 2013/2014 Total Grade: (20)	Instructor Name: Mr. Abdel Fatah Afifi Student No.: ----- Student Name:----- College Name:----- Dep. / Specialist:----- Using Dictionary: (No)
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Answer the following questions:

Q1: What are the Stages in the Development of a Corporate Plan for Purchasing? (5 points)

Q 2: Supply chain needs to be sustainable. What are the sustainable supply chain solution? (3 points)

Q 3: Define briefly what "Gap analysis" mean? (3 points)

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Q 4: If you do not get the five rights correct, then disaster is more likely than success! So, What are that five rights? (2 points)

Q 5: Multiple Choices: (2 points)

Q5-1: Market development strategy is:

(Select one answer)

1. concerned with marketing present products in new markets,
2. new or modified products,
3. products designed to satisfy existing markets
4. Buyer is in direct touch with the problems

Q5-2: Corporate plan, comprises the following

(Select one answer)

1. Objectives
2. Products and markets
3. Finance
4. Material resources
5. All of above
6. Nothing from above

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Q 6: Select (T) for true statements and (F) for wrong ones: (5 points)

No	Statement	T / F
1	Often the term procurement is used, especially where government purchasing is involved.	
2	Organization is concerned with the division of work and the delegation of authority and responsibility in such a way that the objectives of the organization can be achieved.	
3	Corporate plan, comprises the Finance and material resources only.	
4	purchasing personnel, slow to see the need for and to develop the vision required to construct a strategic plan for purchasing.	
5	Corporate planning is concerned with developing a short-term view of future developments and designing a plan, so that, the organization can achieve its chosen objectives.	
6	Complete centralization means each separate unit or factory has its own purchasing department and is responsible for obtaining its own requirements.	
7	Reciprocity involves a one-way flow of trade between companies.	
8	External flexibility deals with markets, research (sales and supply), and the supply chain.	
9	Support from the general manager helps to decrease recognition for the function and to discourage good horizontal relationships with other departments.	
10	The product development strategy involves the development of new or modified products designed to satisfy existing markets in which the firm operates.	

Good Luck